**1.** OVERVIEW

Chroma Lighting, an established and respected commercial lighting company based in Belfast, is seeking a new technical sales and development engineer to help expand into a growing market. The full time position requires an innovative, problem solving mindset and a collaborative approach, working alongside a small, enthusiastic team to promote the use of energy saving control systems.

Chroma Lighting has more than two decades of experience in the field of commercial lighting design and enjoys a reputation as a professional, innovative and creative company, working closely with Architects, Designers, Engineers, Facilities Managers and end users in all areas of the built environment and particularly the Healthcare sector. The ideal candidate will have a positive attitude, good communication skills, be self-motivated and creative. The successful candidate will join a small enthusiastic and highly motivated and practical team with good opportunities for personal and professional development.

**2.** JOB DESCRIPTION

Promoting the use of Casambi Bluetooth mesh networked lighting control systems, the role will involve working closely with Architects, Engineers, Designers, Contractors and end-users in the fields of Healthcare, Industry and the outdoor environment. Casambi Bluetooth controls have become the market leader in the field of lighting controls and development in surrounding fields has been exponential; the applications for this technology are growing daily, and Chroma Lighting are seeking a “Brand Ambassador” to promote Casambi to professionals in the fields of building design, construction, management and maintenance. Chroma Lighting is investing heavily in this field and will be developing a unique learning and demonstration centre to promote Casambi to specifiers throughout Ireland and Great Britain.

The successful candidate will :

* Promote the Casambi, the globally recognised, market leading intelligent lighting control system
* Build and maintain a healthy relationship with specifiers, installers and end users to ensure we provide them with all the information they require, to a high standard and in a timely fashion.
* Liaise with specifiers, installers and end users to make them aware of the full product range and services on offer, developing proposals, solving problems, creating systems, schematic diagrams and quotations.
* Monitor project data base, liaise with the design and sales teams to help generate sales.
* Convert project specifications into orders and manage delivery/commissioning.
* Liaising with sales team to evaluate marketing and growth opportunities
* Attend trade shows to promote services and products.
* Prepare relevant data ,attend sales meetings to discuss expected orders and potential marketing opportunities.
* Deliver seminars, demonstrations and training to professionals in Architecture, Engineering and Services Management
* Ensure specifiers (and staff) are updated with new developments in this constantly improving technology
* Collaborate in the development of a new Belfast based learning and demonstration centre
* Advise on the selection, application and use of the system components
* Liaise with product developers and manufacturers to improve and enhance the system
* Produce training documentation to support the above

**3.** REQUIREMENTS

**Essential:**

The ideal candidate will have experience working at a professional level in the electrical sector of the construction industry and should be confident working with mobile devices and lighting controls. Previous experience/training should demonstrate evidence of competence in the following areas:

* Basic computer literacy
* Collaborative working at a professional level
* Ability to work independently with minimal supervision
* Confidence in communication, one to one and in seminars etc., in person and via video
* A full, clean driving licence and own car will be essential (all work related travel expenses will be provided)
* The candidate will be able to demonstrate the ability to plan and execute project development.
* Good communication skills are essential and the candidate should be able to demonstrate a high level of oral and written communication skills and the ability to work as an integral part of a team;

**Desirable:**

* The candidate should ideally be able to demonstrate evidence of :
* Use of initiative and innovation
* Successfully contributing to team-based technological development projects.
* Presenting seminars or speaking at technical meetings.
* The ideal candidate will be able to cite examples of the above from previous work experience.
* The candidate should be willing to travel if necessary for training etc. and ideally be willing to engage in research and development in this fast expanding sector.

**4.** INTERVIEWS

Interviews will be held as soon as possible at our offices in Belfast.

**5.** SALARY

This will be subject to negotiation, but the successful candidate will be offered a salary in the range £27K to 32K with a generous bonus package and remuneration for all work related travel expenses.

**6.** HOURS

Chroma Lighting operate from 0900 to 1700 hours Monday to Thursday, 0900 to 1530 hours on Friday with 45 mins for lunch, though the successful candidate will occasionally be required to work outside these hours due to constraints of site access, entertaining etc.

**6.** HOLIDAYS

The successful candidate will receive 30 days to be taken throughout the year.

**Personal details**

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| --- | --- |
| Title: | Mr/Mrs/Dr etc. |
| Forename: |       |
| Surname: |       |
| Address:  |       |
| Postcode: |       |
| Email: |       |
| Contact number: |       |

**Qualification details**

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| --- | --- |
| Details: |       |

**Current employment**

|  |  |
| --- | --- |
| Current employer: |       |
| Current job title: |       |
| Date of appointment: |       |
| Summary of duties: |       |
| Notice period: |  |
| Current salary: |       |

**Job related questions**

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| --- | --- |
| Please provide evidence to demonstrate your ability to communicate in a technical environment: |       |
|  |  |
| Please provide evidence to demonstrate experience in project planning: |       |
|  |  |
| Please provide evidence to demonstrate experience in technical sales development |       |
|  |  |
| Please provide any additional information you feel may be relevant to this role to support your application |       |